



An affiliate of the **NIST** Manufacturing Extension Partnership

EXHIBIT **F**

DATE **1/20/09**

HB **123**

Manufacturing...  
**impact**

## Manufacturing in Montana, more than you might think...

- ◆ Produces approximately **\$9.6 billion in output annually** and is more than **20% of Basic Industry** based on labor income.
- ◆ Numbers more than **3,400 companies** (NAICS 31-39); **employing 23,900 workers**. (Includes sole proprietors and companies with employees.)
- ◆ Pays about **\$1.3 billion per year in worker earnings** and an average **annual wage of approximately \$37,700 per worker** compared to an average of \$30,600 for all Montana workers.
- ◆ **Creates jobs** – each of which results in an average of 2.6 related jobs.
- ◆ **Exports \$780 million** in manufactured goods annually.

## The Montana Manufacturing Extension Center (MMEC)...

- ◆ **MISSION:** Helping Manufacturers Be More Successful via direct, unbiased engineering and managerial assistance.
- ◆ MMEC field engineers **work directly on the manufacturing floor** with business owners, managers and employees to understand business obstacles and goals, then **identify and help implement affordable, appropriate solutions & tools to help them be more competitive.**

## MMEC, a proven record of positive impact...

Impact Measure	Two Year data* through 9/31/08
Clients Served <i>(600 from 1996 to date)</i>	125
Counties Served <i>(48 since 1996)</i>	28
Jobs Created & Retained	448
Increased & Retained Sales	\$61.2 million
Client Investment in Property, Plant/Equipment, Workforce, Information Systems, etc.	\$13.5 million

\*From independent survey of MMEC client projects

- ◆ Jobs created by MMEC services, generate Montana Individual Income Tax revenue into the Treasury 5.3 times greater than the state's investment. In other words, **Montana's Return on Investment in MMEC is more than \$1 million annually.**